

Statistics

Population (2003)

North Dakota:	288,702	metro	(0.1% of total U.S. metro)
	<u>345,135</u>	non-metro	(0.7% of total U.S. non-metro)
	633,837	total	

United States:	241,395,996	metro	
	<u>49,413,781</u>	non-metro	
	290,809,777	total	

Farm-Related Employment (2000)

North Dakota:	101,582 jobs	(23.4% of total North Dakota employment)
United States:	25,834,574 jobs	(15.6% of total U.S. employment)

Number of Farms (2002)

North Dakota:	30,619	(1.4% of total U.S. farms)
United States:	2,128,982	

Average Farm Size (2002)

North Dakota:	1,283 acres
United States:	441 acres

Market Value of Agricultural Products Sold (2002)

North Dakota:	\$3.2 billion
United States:	\$200.6 billion

Rank among all States in market value of agricultural products sold (2002): #24

Top 5 Agricultural Commodities (2002)

Commodity	Value of receipts (thousand \$)	Percent of U.S. value
Wheat	820,194	14.8
Cattle and calves	541,739	1.4
Soybeans	364,859	2.7
Sugar beets	221,234	20.1
Sunflowers	184,124	56.9

Value of Agricultural Products Sold Directly to Consumers (2002)

North Dakota: \$1.8 million
United States: \$812.2 million

Farmers Markets (2004)

North Dakota: 31
United States: 3,617

Market Value of Certified Organic Commodities (2002)*

North Dakota: \$3.2 million
United States: \$392.8 million

*(Data may not reflect actual industry growth after Oct. 2002 implementation of USDA National Organic Program.)

Certified Organic Acreage (2001)

North Dakota: 159,300 acres
United States: 2,343,857 acres

USDA-Accredited Organic Certifying Agents (2005)

Based in North Dakota: 1
Total: 96

Marketing Products and Services

Specific to North Dakota

AMS Studies North Dakota Potato Growers

AMS met with a group of small potato growers in Grand Forks in May 2005 as part of a study of potato transportation and marketing trends and problems. The potato growers described the challenges they face in the marketplace related to food safety and security, identity

preservation, product segregation, organic handling, and technology used for tracking and inventory control. Information gathered during this study will be presented on a Supply Chain Management website for small producers that AMS is developing.

Federal-State Marketing Improvement Program (FSMIP) Grants

FSMIP provides matching funds to State Departments of Agriculture and other appropriate State agencies to assist in exploring new market opportunities for food and agricultural products, and to encourage research and innovation aimed at improving the efficiency and performance of the marketing system.

- In 2004, \$70,000 was awarded to the North Dakota Department of Agriculture, in cooperation with the National Cooperative Grocers Association and Cooperation Works, to address distribution, promotion, and merchandising issues faced by producer and retail cooperatives in creating an effective regional and national supply network, and to provide technical assistance to producer cooperatives in several States to develop products and effective marketing strategies to access the food cooperative market.
- In 2003, \$54,400 was awarded to the North Dakota Department of Agriculture, in cooperation with the North Dakota State University and Heart of the Valley Cooperative, to evaluate the economic feasibility and market potential of producing dehydrated vegetable powders for use in commercial food manufacturing.
- In 2002, \$36,000 was awarded to the North Dakota Department of Agriculture to assess the feasibility of transporting dairy heifers from out of state to North Dakota, to better utilize North Dakota feedlot capacity while reducing the environmental burden in target dairy states.

Regional Interest

North Dakota Ranchers Attend Conference

In November 2005 AMS participated in the *Northern Regional Successful Strategies for Farmers and Ranchers Conference*, sponsored by USDA's Risk Management Agency, in Billings, MT. Livestock production and marketing, and agricultural risk management were highlighted at the conference. Individual workshops addressed alternative farm enterprises, organic and hydroponic farming practices, and other methods for small and medium-sized agricultural producers to remain economically viable in a rapidly changing market environment. Conference attendees included farmers, ranchers, Tribal leaders and members, community based organizations, and others from Alaska, Idaho, Montana, Oregon, North Dakota, South Dakota, Washington, and Wyoming. AMS handed out literature on direct farm marketing practices, including copies of *Enhancing Commercial Food Service Sales by Small Meat Processing Firms*, a study developed by AMS in collaboration with Texas A&M University.

General Interest

New Farm-to-School Marketing Publication

Eat Smart—Farm Fresh! A Guide to Buying and Serving Locally-Grown Produce in School Meals (PDF) was published in December 2005 by the Food and Nutrition Service (FNS) of USDA. The publication, which helps school lunch programs find locally-grown produce, was developed by a multiagency task force that included an agricultural marketing specialist from AMS, four child nutrition specialists from FNS, and the Community Food Security Coalition, a non-profit organization.

Farm-to-School Report

How Local Farmers and School Food Service Buyers Are Building Alliances (PDF) helps small farmers and school food service buyers explore how they might establish direct marketing linkages.

Marketing via the Internet

How to Direct Market Farm Products on the Internet (PDF) is designed to help small/medium-sized agricultural producers better develop Internet-based sales transactions by recommending effective methods for reaching and retaining customers.

Trends in Farmers Markets

U.S. Farmers Markets—2000: A Study of Emerging Trends (PDF) assesses the importance of farmers markets as a distribution channel for farm products, documents the recent growth in farmers markets operations, and provides an updated profile of management, operations, and merchandising at farmers markets.

Market Research on Small Meat Processors

Enhancing Commercial Food Service Sales by Small Meat Processing Firms (PDF), published by AMS in cooperation with Texas A&M University, determines potential areas of competitive advantage for smaller scale meat manufacturing firms in supplying local restaurants and other local commercial food service accounts.